



南聯國際貿易股份有限公司

NANLIEN INTERNATIONAL CORPORATION

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English Version



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NANLIEN INTERNATIONAL CORPORATION

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Mission statement

Nanlien International Corp. was founded in 1979 in compliance with the government policy of promoting large trading companies in an effort to boost Taiwan's foreign trade through an infusion of funds and specialized personnel. This policy was prompted by the fact that during the 1970's, Taiwan's SMEs were confronted with developmental bottlenecks in making inroads into international markets.

After more than 30 years, Taiwan has grown increasingly connected with the world, and its diligence has created its world-famous economic miracle. This has, in turn, ushered in a domestic consumer market of unprecedented prosperity. Numerous well-known international brands have therefore flocked to Taiwan to tap business opportunities. Nanlien has made the development of its professional agent/distribution service platform its core objective, and has assembled a capable marketing planning and sales promotion team. Nanlien hopes to provide superior domestic and foreign corporations and consumers in general full-scale, superior living quality and experience.



Company overview

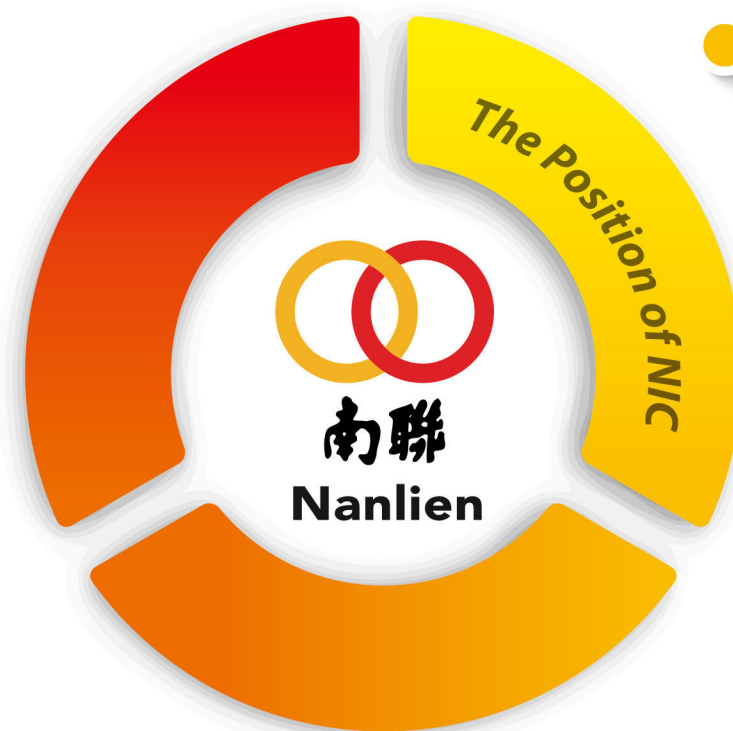


During its more than 3 decades in existence, Nanlien International Corp. has grown steadily, and currently has capital in excess of NT\$1.0 billion after several rounds of recapitalization. Nanlien's employees number 266, and its business offices are located in northern, central, and southern Taiwan, where they provide the quickest possible service to consumers.

-  ***Founded in 1979***
-  ***A99.999% subsidiary of Uni-President***
-  ***Capital : NTD \$1 billion***
-  ***Employees : 266***

Corporate vision

● Taking Taiwan's agent services as a basis, we have been actively developing our own branded products, and are striving for constant improvement, which has ensured that our revenue and profits have continued to grow steadily.



● Nanlien has set the ultimate goal of making an outstanding agent and trading company of fast-moving consumer goods (FMCG).

● Our highly effective channel services and marketing platform can satisfy the living needs of consumers in Taiwan, which has also enabled us to generate the greatest possible benefit for our shareholders and employees.

Current situation and future outlook

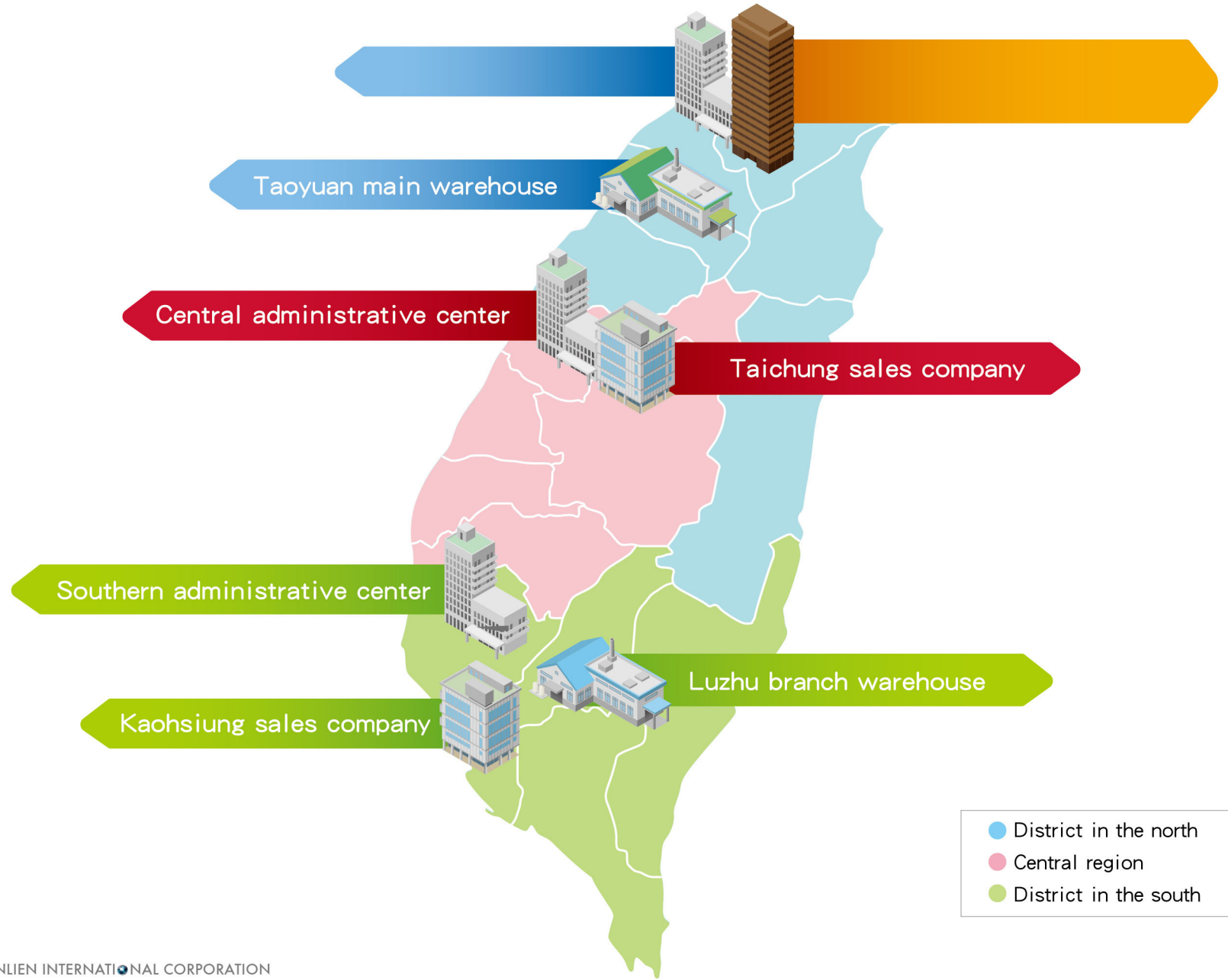
With close-knit marketing network currently spanning Taiwan, we will continue to locate opportunities for cooperation with first-rate international firms. Thanks to our professional marketing capabilities and channel development experience, we have won industry's trust and affirmation.

Looking ahead to the future, we will focus on market development services for all products, including pur-

chasing, product inspection, market analysis and research, market strategy planning, sales planning, distribution, logistics, and after-sales service. And with our sense of mission and professional advantages, we will continue to play the role of a market bridge, while strengthening our in-house brand development and management capabilities. As we bring superior products to consumers, we will continue to forge a win-win new century!



Business locations



Sales channel network



Special sales system

Due to changes in channel structure and the emergence of professional logistics, chain channels have flourished and become market mainstream. Responding to this trend, Nanlien has established dedicated units and personnel to serve the hypermarket, chain supermarket,

chain convenience store, and department store supermarket channels Taiwan-wide. Our relevant representatives consist of KA (Key Account Representative) and MIT (Merchandise In-store Team), who are responsible for strengthening our special sales channel operations.



Scope of KA personnel duties



Scope of MIT commercialization team duties



Serving retail sales locations under their jurisdiction.



Arranging and keeping up Nanlien's product displays, tracking retail inventory in order to facilitate recommendation of orders, strengthening implementation of sales promotion plans, keeping up with distribution rates, and conducting customer retention efforts.



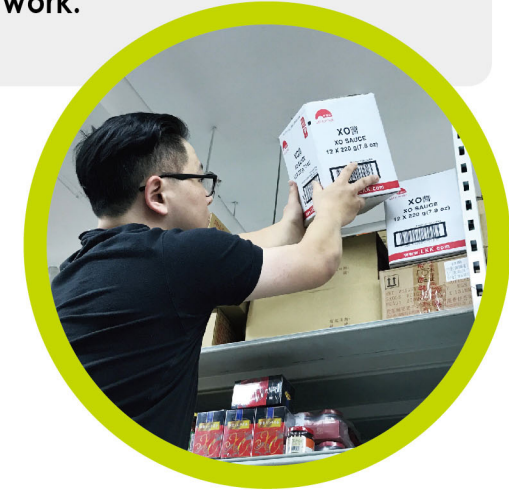
Strengthening sales promotion



Maintaining product displays



Surveying distribution rate



Understand retail inventory



Surveying market conditions and business feedback to provide reference information for relevant departments' decisions and negotiations.



Assisting in handling logistics customers' first-time return of goods and supporting Nanlien activities.



Serving as a backup for primary-level sales work.

Storage and transport

In order to enhance distribution efficiency and serve customers throughout Taiwan, we have established large, professional warehouse and logistics centers in northern and southern Taiwan. Our main Taoyuan logistic center has total storage area of approximately 13,800m² and the Luzhu, Kaohsiung warehouse has total storage area of 3,600m². These storage and logistics centers have ambient temperature and low-temperature air-conditioned warehouses, which ensures that products receive optimal care once they enter storage. Thanks to computerized storage location management and professional storage and transport personnel, we can precisely monitor the quality of all incoming goods, perform quantity acceptance, manage shipments, dispatch transport vehicles, and track inventory, etc. This ensures that we can achieve excellent efficiency and top-quality distribution.

At the same time, to ensure the security of products in storage, all storage and logistics centers have entry controls manned by security personnel. Responding to customers' different needs, our storage and logistics centers can provide product repackaging services, including the packaging of gift boxes, gifts, and sales promotion products.

We have acquired innovative, new-generation automated equipment in line with the Industry 4.0 concept, which has enhanced the integrated utility of our existing systems. We employ mechanical arms, image identification systems, automatic transport equipment, and control systems to achieve the automatic unloading and stacking of goods. Apart from providing our customers with accurate and comprehensive supply quality, we also strive to create a superior working environment for our employees.



Main Taoyuan warehouse



Specialized mechanical arms



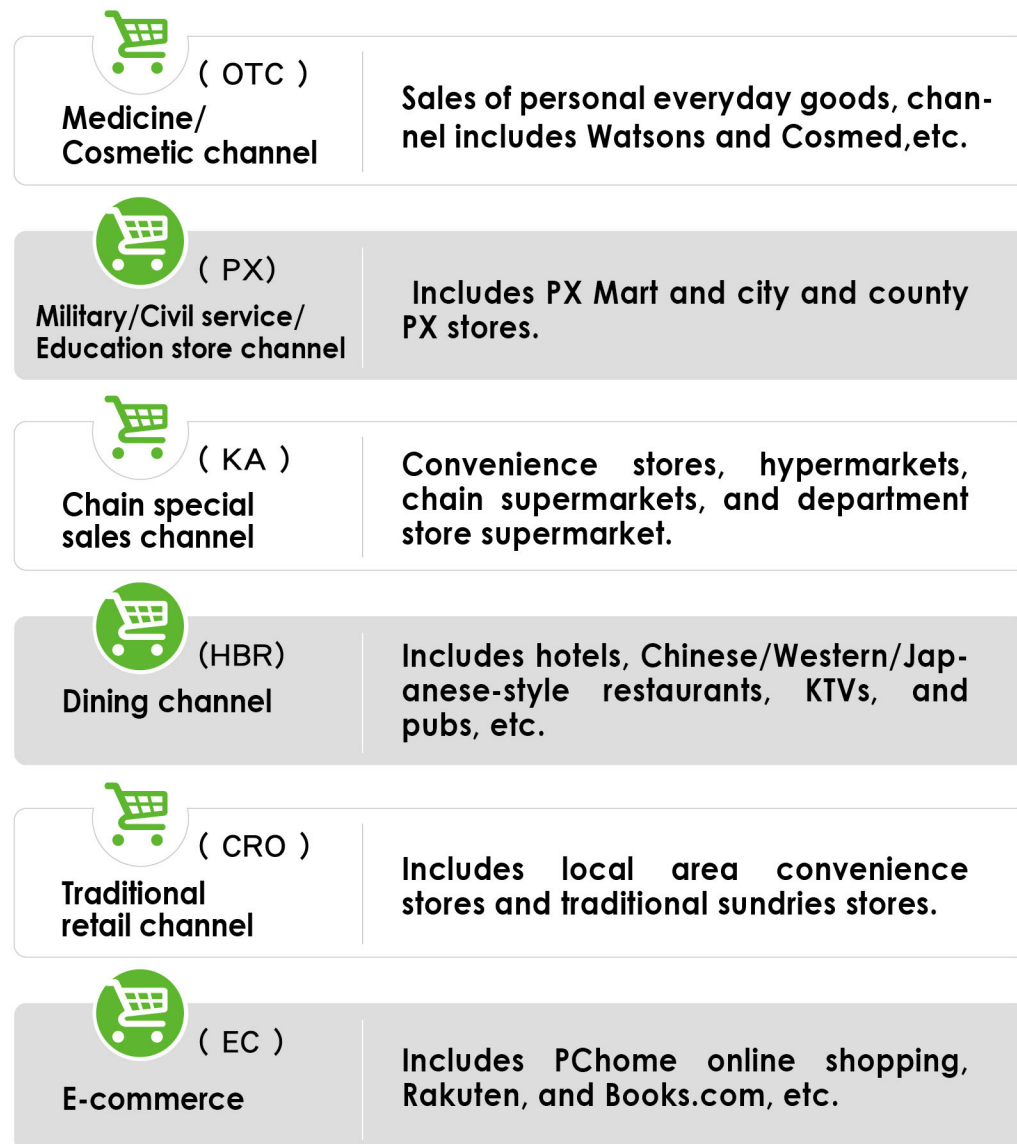
Air conditioned warehouse

Professional storage and transport personnel



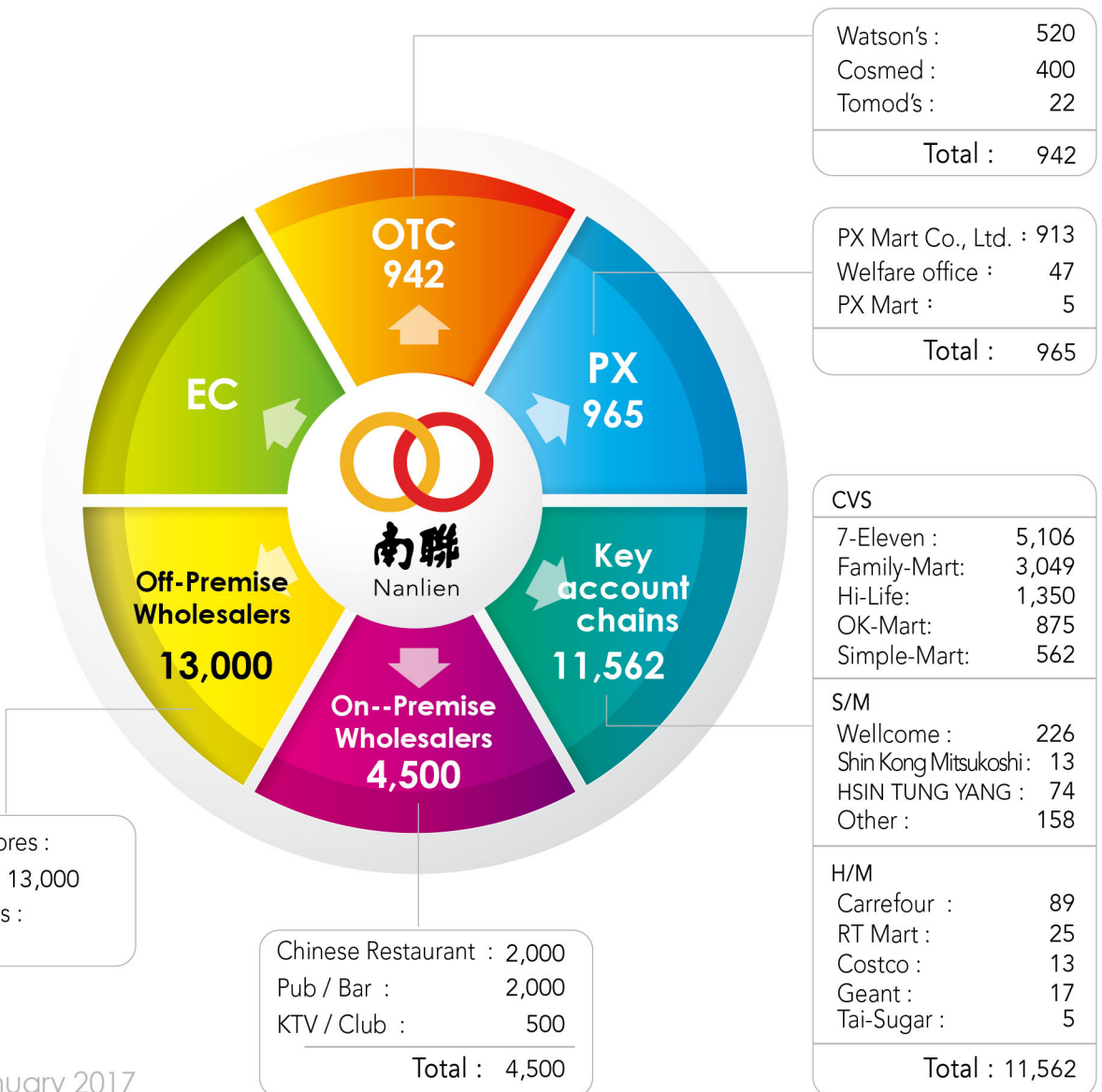
Chief sales channels

In order to boost our sales capabilities, strengthen operating performance, and maximize our service effectiveness, we have established dedicated units to serve various sales channels. At present, our sales channel systems include the chain special sales channel, traditional retail channel, military/civil service/education PX mart channel, medicine/cosmetic channel, dining channel, and e-commerce channel.



Overview of channel customers

Upholding the principle of "integrity and mutual benefit" over the years, we have established close relationships with our channel customers, and our accumulated channel power has always been the chief source of our competitive advantage. Our comprehensive sales network includes more than 13,000 traditional retail stores, 11,562 chain special sales locations, 4,500 dining channel locations, 942 medicine/cosmetic channel locations, and 965 military/civil service/education PX channel locations.



Anheuser-Busch InBev Beer

Anheuser-Busch InBev is the world's leading brewing company, and is one of the world's 5 largest consumer goods companies. It has over 300 brands, and its products are marketed worldwide. NIC acts as agent of Anheuser-Busch InBev's brands, including Budweiser, Busch, Michelob, Beck's, and Corona.

Anheuser-Busch InBev insists on using only the highest-quality raw materials during the manufacturing process. This commitment explains why its products have found favor with beer-lovers worldwide and the company's beers stand out among the numerous imported beers in Taiwan. As a matter of course, sales have grown steadily. Starting in 2013, we have been the agent for Corona beer—popular worldwide and the leading Mexican beer brand—and we will continue to introduce high-quality products to consumers in Taiwan.



Beer | Budweiser



First brewed 140 years ago, Budweiser is not only a beer brand sold in more than 80 countries worldwide but also the first to be sold throughout the United States. Budweiser sticks to the principle of quality and innovation, and uses its exclusive double beech wood fermentation method to produce clear golden-yellow beer with fine bubbles and a refreshing, mellow taste. Budweiser's popularity has earned it the nickname of the "King of Beers."

Budweiser beer is brewed from pure natural non-GMO barley, which gives the beer a rich and exceedingly mellow mouth feel. Opening a bottle of Budweiser beer, you will be able to smell the refreshing aroma of the beer, which ideal for sharing with friends at fun gatherings.



Beer | **Busch**



Busch beer is a high-quality beer imported from the US in the original packaging. The raw materials used in the brewing of Busch include corn, which enhances the beer's mellowness. This beer is known for its smooth, full flavor, a slightly sweet and clean mouth feel, and a fresh, vigorous, outdoorsy image that has made it a favorite of younger-generation consumers. As a result, the popularity of Busch has soared in the Taiwan market.

Brewed from malt and corn, the beer features as American-style taste and has a subtly sweet and refreshing mouth feel, and is mild yet flavorful. Busch beer's appealing flavor makes it very suitable for young people and get-togethers with friends, and it highlights one's refined taste.



Beer | Michelob



Michelob Classic Dark was first created in 1896, and its special roasting process ensures its status as "the beer for people with taste." Over the last few decades, Michelob Classic Dark has become the best choice for beer drinkers who enjoy dark beers.

Brewed from pure oats, Classic Dark emphasizes smoothness in the mouth and throat, as well as its elegant bottle, which matches the dark amber liquid. This beer boasts a distinctive aroma and the unique richness of oats, and a full-bodied taste that is just right, which accounts for its popularity among individuals with strong personal tastes.



Beer | Corona



In 2013, Nanlien formally became the Taiwan agent for the star product of Mexico's Grupo Modelo: Corona beer, a consumer favorite around the world. No matter where you are in the world, you can enjoy Corona's robust, free-spirited Latin charm and the unrestrained culture of Latin America; the clear, golden-yellow Corona will show you the soul of Mexico, let you know the spirit of humanity and the true meaning of life.

Brewed in mysterious Latin America, Corona is painstakingly made from 100% natural raw materials, including superior barley grown in an ancient land, fragrance hops, and pure spring water. The result of this process is the world-famous Corona. Corona's beautiful transparent bottle with unique curves evokes a sense of fashion and romance. The distinctive bottle is paired with the unique method of serving Corona with a slice of lemon, which has found widespread favor with consumers.



Beer | **Germany's Beck's beer**



Germany's Beck's beer is renowned worldwide for its uncompromising quality. Since 1873, Beck's beer has been considered an innovative and independent brand, and is still made using hand-picked Hallertau hops. It is also brewed in accordance with the "German Beer Purity Law," which was drafted in 1565.

A German Pilsner beer, Beck's beer is made using only barley, hops, water, and yeast. The lasting popularity of Beck's beer can be attributed to its pure, refreshing mouth feel and balance between sweetness and bitterness.



Whisky | McKenzie Scotch whiskey



McKenzie Scotch whiskey originated in the U.K., and is blended from fine Scotch whiskeys made from superior-quality grains and barley. The oak casks used to age this whiskey are meticulously selected, and its exclusive manufacturing processes ensure that the whiskey possesses superlative quality and taste.



Wine | Imported wine series

Since 1996, Nanlien has been introducing distinctive, superior wines from around the world, and it markets these wines through various channels in order to meet consumers' different wine preferences. In addition to the introduction of many wines from such well-known producing areas as France, Chile, the US, and Italy, we have acquired the APIVES-selected Poyferré, the notable Chilean brand Star Wines, and have the own-brand Estrella de Pascua, and Domaine de Chevalier. We have also introduced a series of APIVES-selected Italian wines and other wines from well-known producing areas in Italy.

In 2016, Treasury Wine Estates and Nanlien formally entered into a cooperative marketing partnership, under which the latter became the general agent for Treasury Wine Estates' famous American brand Beringer Vineyards.



Boxed Water | Water in a Box



Water in a Box is a well-known mineral water brand from New Zealand, and obtains its water from a pure water aquifer in New Zealand—the Whakatane volcanic zone in New Zealand's Bay of Plenty. The water obtained from this aquifer is entirely derived from natural sources: Clouds from Antarctica bring rain to New Zealand, which is filtered by the volcanic rock and preserved underground for 1,800 years. The water is soft and slightly sweet to the taste. This world-class water is recommended by many hospitals and clinics in New Zealand.

Good health: Weakly alkaline with a pH of 7.2±1.0, suitable for long-term human consumption.

Extreme purity: This water from New Zealand has been naturally filtered through volcanic rock for 50 years and preserved deep underground for 1,800 years.

Good tasting: This naturally soft water has a slightly sweet taste and a smooth feeling in the mouth and throat.



Tea | Yamamoto Kanpo Barley Young Leaves aojiru powder

大麦若葉青汁

① 山本漢方製薬株式会社

Yamamoto Kanpo has been a popular brand in Japan since it was founded in 1977. With a philosophy of "health management before people get sick," Yamamoto Kanpo develops and produces health foods from angle of traditional Eastern medicine, and strives to provide consumers safe products.

This recommended brand of Japanese aojiru (barley grass drink) has been the best-selling aojiru brand in Japan for eight years in a row. (INTAGE SDI 2009~ 2016 data)

Each packet of aojiru powder is produced from 100% barley sprouts grown with no pesticides. It contains no chemical additives, and is rich in edible fiber and many nutrients. It can promote intestinal peristalsis, adjust users' constitution, promote healthy bowel movements, and regulate physiological functions. Yamamoto Kanpo's plant in Aichi Prefecture has passed Japan's ISO 22000 certification, strictly controls production quality, and has passed SGS inspection for 457 pesticide residues, none of which were found.

The small packaging facilitates convenient carrying, and meets the needs of modern people with busy lifestyles. This product can quickly replenish depleted nutrients; it has a matcha flavor, and can be taken mixed with milk or soymilk, etc., for even better taste.



Toiletries & Well-being products | Cow Brand



Founded in 1909 in Japan's Kansai area, Cow Brand is one of Japan's oldest skin cleansing product manufacturers. Upholding a motto of "safety, peace of mind, superior quality" for over a century, Cow produces facial cleansing and bath products. Cow insists on the use of traditional "cauldron" soap making method, strictly selects raw materials and formulations, and produces superior skin-safe products that feel warm on the skin, and are trusted by consumers.

Nanlien is currently the Taiwan agent for Cow Brand products including the milk soap series, facial soap series, Skinlife medicated acne care face wash series, milk essence body wash, Bouncia moisturizing body wash, and the Cow no-additive series. These items can meet consumers' need for mild skin cleansing and protection products.



Personal care products | Blanca Cares Pregnancy Test Series



Blanca Cares's logo features red lips representing women, with incised lines in the shape of a diamond creating a sense of fashion. This highlights Blanca's feminine character, and its encouragement of **women not to go against their true thinking. Women, listen to the sound of your heart!**

The Blanca Cares pregnancy test series includes pregnancy testing pens, pregnancy testing plates, and pregnancy test paper. These products provide answers within 5 minutes, are authorized for use in the United States, have passed Taiwan's GMP manufacturing requirements, and have received the European Union's ISO 13485 certification. The results of testing performed 7 days after sexual activity have an accuracy of 99%. The viewing window is clear, and determination is easy.



Personal care products | Blanca Cares Three Dimension Masks



Blanca Cares's logo features red lips representing women, with incised lines in the shape of a diamond creating a sense of fashion. This highlights Blanca's feminine character, and its encouragement of **women not to go against their true thinking. Women, listen to the sound of your heart!**

"Protecting the beautiful you": In contrast with ordinary facial mask, apart from possessing internationally-certified protective ability and a 3D air chamber patent, this mask also features a packaging design combining adornment with styling. 3 different mask patterns are available, allowing consumers to block air pollution while also enjoying fashion styling.



Seasonings and Condiments | Lee Kum Kee



Lee Kum Sheung, who was born in Nanshui, Zhuhai, Guangdong, China in 1888, invented an oyster sauce, and single-handedly founded the Lee Kum Kee Company, which is still thriving worldwide today. After over a century, the company is continuing its development, and Lee Kum Kee has become one of the leading global sauce and condiment brands. For a hundred years, Lee Kum Kee has maintained unique management culture and a strict quality control philosophy of 100-1 = 0; its superior and innovative new products have won numerous honors, and the company's achievements have received accolades from all quarters.

Nanlien serves as Lee Kum Kee's agent for a good number of its outstanding products: oyster sauce, barbecue sauce, chili sauce, XO sauce, chicken powder, steamed fish soy sauce, seasoned sweet soy sauce, convenient sauce packets, and hot pot broth packets.



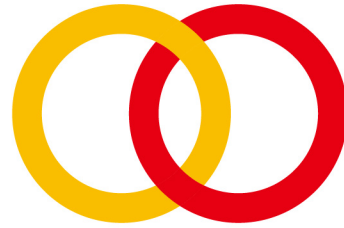
Seasonings and Condiments | Lao Gan Ma Chili Sauce



LA rural woman who had never gone to school in her life, and could only write her own name, single-handedly created a business selling delicious chili sauce worldwide in a very short time. Lao Gan Ma chili sauce has been revered as offering "spiritual sustenance" by countless Chinese students studying abroad. Although many people may not know who Tao Huabi is, everyone is familiar with her "Lao Gan Ma chili sauce."

To date, Nanlien has ushered in Lao Gan Ma Oil Chili Sauce, Lao Gan Ma Spicy Crispy Chilli Sauce, Lao Gan Ma Black Bean Chilli Sauce, and Lao Gan Ma Chicken Oil Chili Sauce. We hope that Lao Gan Ma's reputation for authenticity and unique flavor will reach every corner of Taiwan.





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